

CONTRACTOR FEES1. MATD'S FORMULA

$$\begin{aligned}
 \text{FEE} = & \left[\begin{array}{c} \text{INSTRUCTION} \\ \text{ASSESSMENT} \\ \text{TALK} \end{array} \right] \pm \left[\begin{array}{c} \text{IN-TOWN} \\ \text{OUT-OF-TOWN} \end{array} \right] \pm \left[\begin{array}{c} \text{ANNUITANT} \\ \text{NON-ANNUITANT} \end{array} \right] \pm \\
 & \left[\begin{array}{c} \text{TYPE OF COURSE} \\ \text{(POCM VS MDC)} \end{array} \right] \pm \left[\begin{array}{c} \text{IC'S PACKAGE} \\ \text{OTE'S PACKAGE} \end{array} \right] \pm \left[\begin{array}{c} \text{PROMINENT IC} \\ \text{NON-PROMINENT IC} \end{array} \right]
 \end{aligned}$$

2. EXAMPLES OF MATD'S FEES

- LS&B = \$1,200 = 5 DAYS AT \$240 A DAY.
- MDC (ONE DAY INTERPERSONAL SKILLS)

	<u>W/O PRES</u>	<u>W/PRES</u>
IN-TOWN	\$175	\$240
OUT-OF-TOWN	\$240	\$300

- POCM ASSESSMENT = \$500 - \$600
- POWER WORKSHOP = \$5,000 FOR 3-DAY PACKAGE
- TECHNICAL WRITING = \$2,500 FOR 3-DAY PACKAGE
- PRESENTATION IN EDC = \$225

STAT

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CONTRACTOR FEES (CONTINUED)

3. EXAMPLES OF OTHER OTE FEES

STAT

○ [] CIA & CONGRESS") = \$ 175.00

○ [] -H (INT EC COURSE) = \$ 250.00

STAT

○ [] (SUPER PILOT W. FOR LTD) = \$1,000.00

STAT

○ [] (REV IN LA) = \$ 235.00

○ [] ODERN ORG TEM.) = \$2,000.00

○ [] STD PRES.) = \$ 175.00

4. HOW DOES OTE COMPARE WITH OTHER FEDERAL AGENCIES?

<u>AGENCY</u>	<u>1/2 - DAY</u>	<u>1 - DAY</u>
IRS	500 (WRITING BLOCK)	500 - 1,000
NAVY ENG COM	---	800 - 1,200 (MGT/COMMO)
NAVY COMPTROLLER	1,000 (EEO FOR MANAGERS)	
NAT BUREAU OF STANDARDS	---	900 - 2,000 (GEN.) 900 - 3,000 (TECH)
NSA	---	500 - 3,000 (PROFS) (EX TIME MGT)
<u>MATD</u>	---	240 - 1,500

5. SHOULD OTE HAVE "STANDARD" FEE STRUCTURE?